

THE CITY OF SAN DIEGO

REQUEST FOR PROPOSALS



**FOR THE REDEVELOPMENT, OPERATION AND LEASE OF
CITY-OWNED IMPROVED PROPERTY LOCATED AT 2688 E. MISSION BAY DRIVE
MISSION BAY PARK, SAN DIEGO**

PROPOSAL DATE: October 22, 2013

PROPOSALS SUBMITTAL DEADLINE:

4:00 p.m. Thursday, January 9, 2014

LOCATION: Real Estate Assets Department

17th Floor, Civic Center Plaza

1200 Third Avenue, Suite 1700

San Diego, CA 92101

CONTACT PERSON: Vladimir Balotsky

TELEPHONE: (619) 235-5248

EMAIL: vbalotsky@saniego.gov

The City of San Diego invites proposals from qualified firms or individuals, thereafter referred to as "Proposer" or "Proposers" to redevelop, operate and lease the City-owned property located at 2688 East Mission Bay Drive, San Diego, CA 92109 in Mission Park ("Property"). The City's goal is to act in the best interest of the public while exploring the economic viability of the Property. The City is seeking proposals that will ensure a sustainable revenue source to the City, the components of which are to include redevelopment, leasing, operation, and maintenance of the Property in accordance with the terms and conditions contained in this Request for Proposals ("RFP"). It is anticipated that the RFP will result in exclusive negotiations with the Proposer selected ("Selected Proposer") to further refine the concept and to allow an opportunity for the Selected Proposer to obtain any necessary approvals, entitlements, and permits for the proposed redevelopment. Upon the Selected Proposer obtaining all necessary entitlements and permits for any proposed redevelopment of the Property, it is anticipated that a long-term lease for the Property between the City and the Selected Proposer will be executed. The lease term shall be contingent upon the Proposers' commitment of capital investment required to fully redevelop the Property and Proposer's overall contribution to the City's mission to promote Mission Bay Park for the public benefit of its users and community it serves and upon approval of the proposed redevelopment from various advisory bodies as set forth in Section C. OBLIGATIONS OF SELECTED PROPOSER. The lease is subject to the approval of the Mayor and City Council.

A. AREA OVERVIEW/BACKGROUND

The Property is located in Mission Bay Park ("Park"), which has for decades been one of San Diego's principal tourism and leisure destinations, providing seven square miles of water and land for recreation and attracting millions of visitors from across the nation and abroad. On a peak summer day, well over 100,000 people will use the Park, engaging in a diverse range of activities such as swimming, kayaking, windsurfing, jogging, bicycling, dining and visiting Sea World. The Property has excellent visibility to both vehicular and foot traffic. Located on the main North/South thoroughfare through East Mission Bay Drive, the Property offers an easy access to the Interstate 5 and 8 freeways and popular San Diego destinations such as Sea World (3 miles), San Diego Old Town (2.5 miles), San Diego Downtown (6.5 miles), UTC (8 miles), La Jolla (7.5 miles) and is approximately 150 feet from the waters of the Park. The Property, which is currently vacant, consists of 2.158-acres of land with a 4,600 square-foot building, landscaping and parking. The current surface level parking lot can accommodate up to 86 vehicles. All utilities are connected underground. The existing building was built in March 1969 and was utilized as the San Diego Visitor Information Center from 1968 through September 2010. The Property is unzoned and designated as the San Diego Visitor Information Center by the Mission Bay Park Master Plan ("Plan"). According to the Plan, visitor services and regional-oriented recreational uses such as restaurant, café, bike and skate rental, windsurfing, kayaking, stand up paddle board, pedal boat rentals, picnic supplies sale and rentals are appropriate. The Park in which the Property is located is a dedicated park so any and all uses of the Property must comply with City Charter section 55, which restricts the use of dedicated parkland to park and recreation purposes.

B. TYPE OF PROPOSALS SOUGHT

The City's Real Estate Assets Department, acting on behalf of the Park and Recreation Department, is seeking proposals to redevelop lease and operate the Property. The Proposer should demonstrate the ability to support the City's desire to redevelop, lease and maintain the Property in accordance with the Plan, for the benefit of the general public, users and visitors of the Property, and the surrounding community. It would be to each Proposer's advantage to inspect the Property. Two open house dates will be scheduled for this purpose with representatives of the City's Real Estate Assets Department and Park and Recreation Department to answer questions.

Each proposal should reflect the City's desire to have an operator who provides a high level of service to the public while it operates, manages and maintains the Property and related activities in a fiscally responsible manner that produces the most revenue for the City.

Each Proposer in preparing his/her proposal should consider all available industry guidelines as they apply to liability, public health standards, recreational operations, Americans with Disabilities Act (ADA) access, and the highest standards of maintenance of all facilities and equipment. All proposed improvements shall be consistent with the Plan Design Guidelines of the Plan.

C. OBLIGATIONS OF SELECTED PROPOSER

To ensure the Selected Proposer makes adequate progress toward redevelopment of the Property, the Selected Proposer shall comply with the following milestones prior to the negotiation and execution of any lease. By submitting a proposal pursuant to this RFP and being deemed by the City as the Selected Proposer, the Selected Proposer hereby agrees to be bound by the following terms and conditions:

1. Within sixty (60) days after the selection by the City, the Selected Proposer shall present the proposed redevelopment plans to the Mission Bay Park Committee, and apply for a Coastal Development Permit (CDP). The Selected Proposer shall take all necessary action to ensure that the CDP is issued by the California Coastal Commission. Failure to obtain a CDP where one is required shall result in termination of exclusive negotiations with the Selected Proposer and/or by the City authorizing the re-letting of another RFP for the redevelopment, operation and lease the property.
2. Within ninety (90) days after the selection by the City, Proposer shall present the proposed redevelopment plans for approval approved by the Mission Bay Park Committee to the City Design Review Committee;

3. Within one-hundred and eighty (180) days after the selection by the City, Proposer shall present the proposed redevelopment plans approved by the Mission Bay Park Committee and City Design Review Committee to the Park and Recreation Board.

4. The Selected Proposer shall obtain any and all necessary entitlements and approvals for the proposed redevelopment plan for the Property within one-hundred and eighty (180) calendar days of selection by the City.

The City in its sole and absolute discretion may extend the deadline for timeline compliance provided that the Selected Proposer demonstrate good cause for such extension of time and that any delay or inability to meet the above deadlines was not attributable to the action or inaction of the Selected Proposer.

Failure to meet the above timeline schedule or failure to obtain any such entitlements and approvals within the time frame listed may, in the City's sole and absolute discretion, result in termination of negotiations with the Selected Proposer and/or the City authorizing the re-letting of another RFP for the redevelopment, operation, and lease of this Property. By submitting a proposal pursuant to this RFP and being deemed by the City as the Selected Proposer, the Selected Proposer agrees that the City shall not be liable in any manner whatsoever for exercising its right to terminate negotiations pursuant to this section of the RFP.

Furthermore, by submitting a proposal to this RFP and deemed by the City to be the Selected Proposer, the Selected Proposer agrees to assume, among other potential responsibilities of proposed redevelopment, the following responsibilities:

1. The Selected Proposer will be required to pay for all off-site improvements, including but not limited to: curbs/gutters, sidewalks, utilities, landscaping, ADA compliance, etc.
2. The Selected Proposer shall prepare all required environmental documents to the satisfaction of the California Coastal Commission and City's Development Services Department.
3. All costs relating to site inspections and remediation shall be the sole and complete responsibility of the Selected Proposer.
4. The Selected Proposer shall comply with the Plan (a copy is available upon request).

D. OPERATIONAL PLAN AND FINANCIAL PROJECTIONS

Proposals must include a conceptual development plan for the Property, along with any proposed changes or additions to the existing facilities. Proposals should include, at a minimum, detailed responses for the following requirements.

1. A preliminary site and floor plan showing the general location of all of the existing and any proposed capital improvements and / or major equipment on the Property including the development schedule and cost. All proposed uses and improvements are subject to approval by the City.
2. Annual gross revenue projections from all operations for the proposed term of the lease, operational and financial plans.
3. Rent percentages by category for the proposed term and the initial minimum annual rent.

The Selected Proposer must be prepared to provide at its sole cost and expense all of the necessary trade fixtures and equipment needed to provide a sufficient level of service. Title to those fixtures and equipment will remain vested in the Selected Proposer.

E. PROVISIONS OF LEASE

Upon approval of the proposed redevelopment of the Property by the California Coastal Commission, the City, and any other necessary entity, City and Selected Proposer shall negotiate the lease for the Property. Depending on the proposed redevelopment of, and type of operation to be conducted on, the Property, the lease provisions may include, but are not limited to, the following and are subject to approval by Mayor and City Council:

1. Uses. The primary use is the operation and maintenance of a café, restaurant, bike and skate rental, windsurfing rental, picnic supplies sale and rentals; and other related and incidental purposes as may be first approved by the City.
2. Term. The proposed term must be justified by the Selected Proposer on the basis of capital investment in equipment, facilities and in promoting the Property and services to the general public. A minimum term of ten (10) years will be proposed. Longer terms may be considered depending on the proposal.
3. Rent. The Selected Proposer shall offer a base rent as a guaranteed minimum annual and percentage rent. Suggested minimum percentage rent of gross income for various types of business activities are as follow:

Percentages

Business Activities

Four percent (4%)

Sale of food/non-alcoholic beverages.

Seven percent (7%)

Sales of alcoholic beverages.

Four percent (4%)

Service charges/banquets/gratuities.

Ten percent (10%)	Operation of gift shop.
Ten percent (10%)	Rental operations.
Ten percent (10%)	Coin-operated vending/game/service machines (owned/rented/leased).
Twenty percent (20%)	All other authorized operations.
Fifty percent (50%)	Net commissions on vending/game/service machines.
Fifty percent (50%)	Of all revenue received from any wireless telecommunication equipment installed and operated from the leased premises.

The annual minimum rent will be adjusted every five years during of the term to eighty percent (80%) of the annual average rents preceding the adjustment date.

4. Records. The Selected Proposer shall keep complete and accurate accounting records satisfactory to the City, from which the City can, at all reasonable times, determine the nature and amounts of income subject to rental from the operation of the leased premises. The records will be periodically audited by the City.
5. Right to Assign, Sublet or Encumber. The Selected Proposer may not encumber, assign the lease or any interest therein and may not sublease any portion thereof without prior written approval from the City. The City's approval, however, may be conditioned upon the proposed assignee or sublessee agreeing to revisions to the lease or sublease to reflect market conditions or City requirements that are then current. Also, no assignee will be approved who is not at least comparable to the original selected operator in financial and professional capabilities to operate the leased premises.
6. Equity Participation. The Selected Proposer shall pay to City two percent (2%) of the gross amount paid for the leasehold in connection with approved assignment of the agreement, two percent (2%) of any amount paid to the selected operator in consideration of a sublease of all or a majority portion of leasehold, or two percent (2%) of the amount of any increased loan or encumbrance against the Property over and above the amount of the encumbrance needed to finance the improvements. The amount upon which the two percent (2%) shall be based shall be total consideration resulting from the transaction including total cash payments and the market value of non-cash consideration, including but not limited to stocks.

7. Compliance with Laws. The Selected Proposer shall secure and maintain full compliance with all applicable municipal, county, state, and federal laws and regulations at its own cost.
8. Utilities. The Selected Proposer must pay for all utility installations and services required for its operation. All utilities shall be installed underground.
9. Nondiscrimination. The Selected Proposer shall not discriminate in any manner against any person by reason of race, color, religion, gender, sexual orientation, medical status, national origin, age, marital status, or physical disability in selected operator's use of the premises. Selected Proposer shall comply with the City adopted program for equal employment opportunities. This program includes requiring the selected Proposer to submit a Workforce Report, and in some cases an Equal Opportunity Plan. Selected Proposer shall comply with the San Diego Municipal Code sections 22.4301-22.4308, as may be amended from time to time, which require lessees of City-owned property to offer the same employment benefits to employees with spouses and employees with registered domestic partners.
10. Insurance. The Selected Proposer shall be required to carry a commercial general liability insurance providing coverage on the Property for bodily injury, including death, personal injury, and property damage with limits of at least Two Million Dollars (\$2,000,000) per occurrence, subject to an annual aggregate of at least Four Million Dollars (\$4,000,000). The Selected Proposer shall be required to carry automobile liability insurance, providing coverage of the Property for all bodily injury and property damage, with a limit of at least One Million Dollars (\$1,000,000). The Selected Proposer shall be required to carry a worker's compensation insurance with employer's liability coverage with a limit of at least One Million Dollars (\$1,000,000), and special form insurance with replacement cost coverage on all permanent property of an insurable nature located upon the Property in an amount equal to the full replacement of all improvements. Liability limits are to be per site and not a cumulative limit. The Selected Proposer shall hold the City harmless from liability in connection with any and all operations on the Property.
11. Taxes. The Selected Proposer must pay all taxes and assessments, including possessory interest taxes levied by reason of its leasehold.
12. Default. The City will reserve the right to terminate the lease in the event of Selected Proposer's failure to cure any curable default or breach within thirty (30) days of legal notice thereof.

13. Permits and Licenses. The Selected Proposer will be required to obtain all necessary permits and licenses for this type of operation at his/her sole cost and expense. Selection of a proposal or execution of the lease agreement shall not be construed as a waiver by City of any legal or lawful requirement necessary to the issuance of such permits or licenses, nor of any other legal requirement whatsoever. The Selected Proposer shall be solely and fully responsible at all times for obtaining any and all necessary permits and entitlements for the use, redevelopment, and operation of the leased premises. The Selected Proposer shall not operate or allow the operation of any food-handling services on the leased premises that do not qualify for the conditions and requirements of the "A Card" issued by the County of San Diego Department of Environmental Health to operators of food-handling establishments.
14. Non-responsibility. The City of San Diego hereby disclaims any responsibility, liability, or obligation to issue any permits or licenses or to waive any legal requirement by reason of selecting a lessee or executing the lease agreement.
15. Improvements and Alterations. All improvements and alterations to the Property shall be in accordance with plans and specifications approved in writing by the City in advance and shall be at the sole cost and expense of the Selected Proposer.
16. Maintenance. The Property is leased "as is" and all maintenance and repairs shall be the responsibility of the Selected Proposer throughout the entire term of the lease without expense to the City. The Selected Proposer shall maintain the leased premises in a clean, safe and well-maintained condition throughout the term of the lease to the satisfaction of the City and in compliance with all applicable laws.
17. Ownership of Improvements. All improvements except trade fixtures installed by the Selected Proposer shall become the property of the City, at the City's option, upon termination of the lease. If the City so determines, the Selected Proposer must remove all trade fixtures and personal property upon termination without cost to the City or damage to the premises.
18. Hours of Operation. A regular schedule of days and hours of operation shall be established by the Selected Proposer to best serve the public. The schedule shall be approved by the City.
19. Rate of Charges. All prices of merchandise, equipment, and services shall be comparable with prices of like merchandise, equipment, and services offered in San Diego area. All prices charged may be approved in writing by the City; provided, however, that the Selected Proposer shall not be required to sell any merchandise or offer any services at a loss.

20. Equal Benefits. The Selected Proposer shall comply with San Diego Municipal Code sections 22.4301-22.4308, which require Selected Proposers of City-owned property to offer the same employment benefits to employees with spouses and employees with domestic partners. The Selected Proposer shall certify that it will maintain such equal benefits throughout the term of this lease.

F. INVESTIGATION AND EXAMINATION OF PROPERTY BY PROPOSERS

1. Each Proposer is responsible for making all investigations and examinations necessary for developing and operating the leased premises. Failure to do so will not waive any condition of the lease. It is mutually agreed that the submission of a proposal shall be considered evidence that the Proposer has made such investigations and examinations.
2. Proposers may withdraw their proposals at any time prior to the submission deadline upon written notice to the City Real Estate Assets Department.

G. PROPOSAL CONTENTS

All proposals must include as a minimum the information specified below. Failure to include this information will seriously detract from a proposal and may be cause for its rejection. The inclusion of any additional information that will assist in the evaluation is encouraged. The adequacy, depth and clarity of the proposal will influence, to a considerable degree, its evaluation. The proposal submitted must be complete enough for selection to be made based solely on its contents. Proposers are advised to make their best offer in their proposals as there will be no auction or competitive negotiation of this RFP.

Each proposal **MUST** include the following items:

1. Identification. The complete identity, including social security number, address, daytime phone number, and employment of the Proposer; or the name of the organization, the organization's Federal Tax ID number and the names and addresses of the principals who will be responsible for the operation of the business and their position in the firm. If the business is a privately held corporation, a listing of all stockholders, their interest in the company as related to percentage of ownership, and their interest, if any, in the operations of the entity must be included.
2. Experience. A summary of the Proposer's experience and qualifications for this type of enterprise. If the Proposer is not going to be involved in the day-to-day

operation of the Property, then the Proposer must include verification that the persons employed as managers are well qualified.

3. Financial Statements. Current financial statements, audited or CPA prepared, or tax returns for the preceding three years is required. Each Proposer shall submit a full and detailed statement of their true financial condition as of July 1, 2013, or as recent as possible if that date is not available. The statement shall include the Proposer's assets, liabilities and net worth, including the availability of and operation capital and its source. If the Proposer plans to use borrowed capital, then the amount of borrowed capital proposed for the improvements and operation and its source and terms of repayment must be included in the financial statement.
4. Proposed Improvements. The proposal must include a preliminary development plan which consists of a preliminary plot plan and proposed schedule of the development.
5. Proposed Term. Proposed term of the lease agreement and the justification therefore in terms of the amount of investment.
6. Rental Offer. Rent shall be offered as a guaranteed minimum annual rent and annual percentage rent by category to the City through the term of the lease. Proposers are welcome, and encouraged, to offer rent higher than the percentage rent suggested by the City in Section E.3 above.

H. NONCONFORMING PROPOSALS

The City anticipates leasing the Property under the terms and conditions outlined in this Request for Proposals. Proposers are encouraged to offer terms more favorable to the City than those specified herein. Proposers should bear in mind the competitive nature of the proposal process and the fact that the City will be looking for the proposal which offers the best advantage to the City. However, the City may also consider proposals offering alternate terms. Proposers requiring reduced rent during construction, rent credits, or other deviations from the provisions of this RFP and sample lease agreement should specifically address the required changes in their proposals. The City is not obligated to accept any proposal, whether conforming or nonconforming.

I. PRE-PROPOSAL INSPECTION

To give prospective Proposers an opportunity to view the site and ask questions about the lease agreement, proposal submittal, and related matters, a pre-proposal inspection of the Property will be scheduled. It is strongly suggested that all Proposers attend the

pre-proposal inspection. While attendance is not mandatory, it is the sole responsibility of the Proposer to become familiar with the scope of City's requirements prior to submitting a Proposal. Submission of a Proposal will be considered evidence that the Proposer has familiarized themselves with the nature and extent of the requirements.

Date of Pre-Proposal Inspections:

October 31, 2013; November 21, 2013; December 19, 2013.

Time: 9 a.m. to 10 a.m.

Place: 2688 E. Mission Bay Drive, San Diego, CA, 92109 (at 9 a.m. at entrance of the building).

Contact: Please contact the proposal coordinator, Vladimir Balotsky in advance, at vbalotsky@sandiego.gov, phone (619) 235-5248; fax (619) 236-6706, if you are planning to attend.

J. PROPOSAL SUBMISSION

1. Due Date

Proposals must be received at the address listed below no later than 4:00 p.m. on Thursday, January 9, 2014.

Proposals received after that time will not be considered.

2. Place of Delivery

All proposals should be delivered to:

City of San Diego
Real Estate Assets Department
1200 Third Avenue, Suite 1700
San Diego, CA 92101
Attn: Vladimir Balotsky

3. Faithful Performance Deposits

All proposals **MUST** include a cashier's check or certified check in the amount of Ten Thousand Dollars (\$10,000) payable to City Treasurer as a faithful performance deposit to assure that, if the proposal is selected by the City, that the Proposer will enter in good faith into a lease agreement containing substantially

the same terms and conditions as set out in this RFP and in the selected proposal. No personal checks will be accepted and no interest will be paid on deposits. All unsuccessful Proposers' deposits will be refunded within thirty (30) days after the acceptance by the City Council of the successful Proposer's proposal.

4. Number of Copies

Proposers are requested to submit four complete copies of their proposals. All materials submitted by Proposers become the property of the City of San Diego and may not be returned, with the exception of the financial information. Financial documents, upon request, will be removed from each proposal and returned to the Proposer upon completion of City's review.

5. Contact Person

The proposal coordinator is Vladimir Balotsky, Supervising Property Agent, City of San Diego. He can be reached at vbalsky@sanidgo.gov, phone (619) 235-5248, fax (619) 236-6706, between 8:00 a.m. and 5:00 p.m., Monday through Thursday.

K. PROPOSAL EVALUATION AND SELECTION

The City reserves the right to award the lease to the Proposer who will best serve the interests of the City. The City reserves the right, based upon its deliberations and in its opinion, to accept or reject any or all proposals. The City also reserves the right to waive minor irregularities or variations to the specifications and in the bidding process, provided that such a waiver does not provide an unfair competitive advantage to the Selected Proposer. Proposals are usually evaluated in a two-step process by an evaluation committee of qualified City staff and if necessary other persons selected by the City. In step one, the committee will evaluate all responsive proposals based upon the information and references contained in the proposals as submitted. The committee will score and rank all responsive proposals and determine a minimum of three (3), if more than three (3) proposals are responsive, to be finalists for further consideration. If less than three (3) responsive proposals are received, the committee will give further consideration to responsive proposals received. In step two, if the City deems it necessary, finalists will be required to provide an oral presentation by appearing before the evaluation committee or by conference telephone call for clarification purposes only. In the event that the committee decides to perform other due diligence as it deems appropriate such as inspecting the existing facilities of any finalist, the committee shall inspect the facilities of all finalists. The committees will then re-score and re-rank the finalists proposals. The highest ranked Proposer resulting from this process will be recommended to the City Council for award. The recommended Proposer may be required to appear before the City

Council to answer questions for lease award. Award of the lease will be based on the evaluation criteria listed below:

- a. **Operational Proposal (Maximum 25 points):** The overall quality and attractiveness of the proposal, including proposed redevelopment of the Property. The degree to which the proposal understands and meets the needs, goals and objectives of the City. The proposal's responsiveness to requirements described in the RFP, conformance with City objectives while providing the highest and best use of the Property. The extent to which a proposal clearly addresses the elements of this RFP is a key factor in selection. A thorough, well-written proposal is essential.
- b. **Professional experience (Maximum 25 points):** A summary of the Proposer's experience and qualifications for this type of enterprise. The Proposer should include verification that the Proposer as well as the Proposer's employees are well qualified to conduct the particular business being proposed. Demonstrated past experience of the Proposer in successfully managing an operation of this type of business. The Proposer should have at a minimum 3-years experience in the past 5 years operating similar operations.
- c. **Rental Offer and Financial Projections (Maximum 20 points):** The amount of rent offered by the Proposer and the overall financial benefit of the proposal to the City. A detailed description explaining and setting forth the break even analysis. The attractiveness of, and demonstrated ability to achieve, the revenue projections for the proposed term of the lease and the likelihood of exceeding the breakeven point.
- d. **Financial Capability (Maximum 20 points):** The Proposer must exhibit the necessary financial responsibility and strength to successfully operate the leasehold for the term of the lease.
- e. **Community/Public Service (Maximum 10 points):** The Proposer's ability to contribute to the residents and visitors of the City of San Diego enjoyment of Mission Bay.

Total Points: 100

L. **ADDITIONAL INFORMATION FROM PROPOSERS**

The City reserves the right to request information from Proposers beyond that specified in this RFP. Proposers may be requested to appear before an evaluation committee, but will not be obligated to do so. However, the City may make a selection based on the

information contained in the proposals above. Therefore, Proposers are advised to submit thorough, complete proposals.

M. INCURRED COSTS

Each Proposer is solely and fully responsible for any and all costs associated with submitting a response to this RFP. The City will not be responsible for any costs incurred by Proposers in the preparation and submission of proposals.

N. REVIEW OF PROPOSALS BY THE GENERAL PUBLIC

All proposals received shall be considered confidential until the City Real Estate Assets Department makes a recommendation to the City Council, at which time the proposals shall become public information and available to the public for review. However, all financial statement portions of each proposal SHALL BE permanently considered confidential and, therefore, not available for public review.

O. CITY RIGHT TO REJECT ALL PROPOSALS

The City of San Diego reserves the right to reject all offers and proposals regarding this project, including those submitted by Proposers who have any outstanding debt with the City that has not been resolved. The City reserves the right to determine which bid it deems in the best interest of the City to accept. The City also reserves the right to waive any informality not material to cost or performance in any proposal provided that any such waiver is deemed to be inconsequential and does not provide an unfair competitive advantage to any Proposer.

P. QUALIFICATION OF PROPOSAL

THIS IS NOT A BID SOLICITATION AND THE CITY IS NOT OBLIGATED TO ACCEPT ANY PROPOSAL OR TO NEGOTIATE WITH ANY PROPOSER. THE CITY COUNCIL RESERVES THE RIGHT TO REJECT ANY OR ALL PROPOSALS WITHOUT CAUSE OR LIABILITY. ALL TRANSACTIONS ARE SUBJECT TO FINAL APPROVAL BY THE MAYOR AND CITY COUNCIL.

Q. NON-DISCRIMINATION NOTICE

It is the policy of the City not to discriminate against the disabled in employment or provision of services. The information contained in this Request for Proposals will be

made available in alternative formats to disabled persons upon request. It is the policy of the City of San Diego to encourage equal opportunity in its professional service contracts. The City endeavors to do business with firms sharing the City's commitment to equal opportunity and will not do business with any firm that discriminates on the basis of race, religion, color, ancestry, age, gender, sexual orientation, disability, medical condition, or place of birth.

R. COMPLIANCE WITH CITY'S EQUAL OPPORTUNITY CONTRACTING PROGRAM, EQUAL BENEFITS

- a. Equal Opportunity Contracting. Selected Proposer acknowledges and agrees that it is aware of, and will comply with, City Council Ordinance No. 18173 (San Diego Municipal Code Sections 22.2701 through 22.2708, as amended), EQUAL EMPLOYMENT OPPORTUNITY OUTREACH PROGRAM, a copy of which is on file in the Office of the City Clerk and by this reference is incorporated herein. Proposer and all of its subcontractors are individually responsible to abide by its contents.

Selected Proposer shall comply with Title VII of the Civil Rights Act of 1964, as amended; Executive Orders 11246, 11375, and 12086; the California Fair Employment Practices Act; and any other applicable federal and state laws and regulations hereafter enacted. Selected Proposer will not discriminate against any employee or applicant for employment on any basis prohibited by law.

Selected Proposer submitted and City acknowledges receipt of a current Work Force Report or a current Equal Employment Opportunity (EEO) Plan, as required by Section 22.2705 of the San Diego Municipal Code, which sets forth the actions that Proposer will take to achieve the City's commitment to equal employment opportunities. Copy of Work Force Report is attached as Exhibit "C".

Selected Proposer shall insert the foregoing provisions in all subcontracts for any work covered by the proposal so that such provisions will be binding upon each subcontractor. Selected Proposer agrees that compliance with EEO provisions flowing from the authority of both parties will be implemented, monitored, and reviewed by the City's Equal Opportunity Contracting Program staff.

Selected Proposer shall comply with San Diego Municipal Code sections 22.4301-22.4308, which require lessees of CITY-owned property to offer the same employment benefits to employees with spouses and employees with domestic partners. Selected Proposer shall certify that it will maintain such equal benefits throughout the term of the lease.

- b. Local Business and Employment. Selected Proposer acknowledges that the City

of San Diego seeks to promote employment and business opportunities for local residents and firms in all City contracts. Selected Proposer shall, to the extent legally possible, solicit applications for employment, and bids and proposals for subcontracts, for work associated with the proposal from local residents and firms as opportunities occur. Selected Proposer shall hire qualified local residents and firms whenever feasible.

Selected Proposer understands that failure to comply with the above requirements and/or submitting false information in response to these requirements may result in rejection of the proposal by the City and debarment of the Selected Proposer from participating in City contracts for a period of not less than one (1) year.

S. RETURN OF FAITHFUL PERFORMANCE DEPOSIT

All good faith deposits will be returned to unsuccessful Proposers within thirty days of final City Council approval of the Selected Proposer. For the Selected Proposer, the deposit will be applied to the lease deposit upon completion of lease negotiations and execution of the lease by the Selected Proposer. Should the Selected Proposer unilaterally withdraw from lease negotiations, the entire deposit of the Selected Proposer shall be forfeited to the City.

T. ASBESTOS DISCLOSURE

City discloses that portions of the structural component of the Property may contain asbestos. By the submittal of a proposal, each Proposer acknowledges having received notice from City of the presence of such asbestos in accordance with Health and Safety Code Section 25915. Furthermore, by the submittal of a proposal, each Proposer shall indemnify and hold City harmless from any loss or claim which may result from existence of asbestos on the Property.

U. REAL ESTATE BROKER'S COMMISSION

The City of San Diego will not pay a brokerage commission in this Request for Proposal.

V. SCHEDULE OF EXHIBITS

1. Exhibit "A" – Site Location, Aerial View of the Property
2. Exhibit "B" - Photos of the Property
3. Exhibit "C" – Equal Benefit Ordinance Certification of Compliance
4. Exhibit "D" - Work Force Report
5. Exhibit "E" – Credit Information Request
6. Exhibit "F" – City of San Diego Lessee's Questionnaires for all Leases

EXHIBIT "A" – SITE LOCATION, AERIAL VIEW OF THE PROPERTY

2688 E. Mission Bay Drive, San Diego, CA 92109

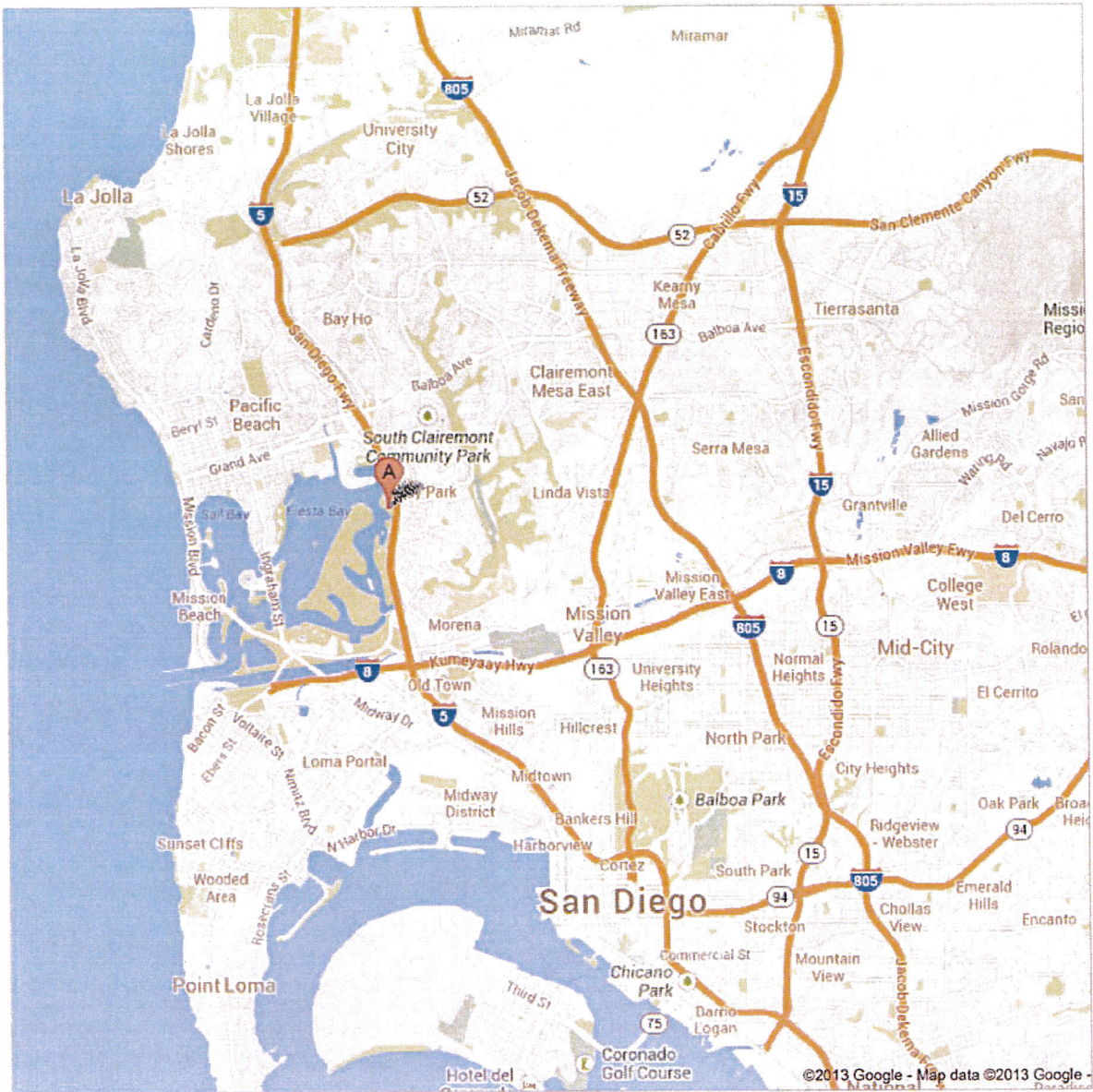


EXHIBIT "A" – SITE LOCATION, AERIAL VIEW OF THE PROPERTY



EXHIBIT "B"

View of the Property Exterior



EXHIBIT "B"

View of the Property Exterior



EXHIBIT "B"

View of the Property Exterior



EXHIBIT "B"

View of the Property Exterior



EXHIBIT "B"

View of the Property Exterior



EXHIBIT "B"

View of the Property Exterior



EXHIBIT "B"

View of the Property Interior



EXHIBIT "B"

View of the Property Interior



Exhibit "C" – Equal Benefit Ordinance Certification of Compliance

EQUAL BENEFITS ORDINANCE CERTIFICATION OF COMPLIANCE



For additional information, contact:
CITY OF SAN DIEGO
EQUAL BENEFITS PROGRAM
 202 C Street, MS 9A, San Diego, CA 92101
 Phone (619) 533-3948 Fax (619) 533-3220

COMPANY INFORMATION		
Company Name:	Contact Name:	
Company Address:	Contact Phone:	
	Contact Email:	
CONTRACT INFORMATION		
Contract Title:	Start Date:	
Contract Number (if no number, state location):	End Date:	
SUMMARY OF EQUAL BENEFITS ORDINANCE REQUIREMENTS		
<p>The Equal Benefits Ordinance [EBO] requires the City to enter into contracts only with contractors who certify they will provide and maintain equal benefits as defined in San Diego Municipal Code §22.4302 for the duration of the contract. To comply:</p> <ul style="list-style-type: none"> ■ Contractor shall offer equal benefits to employees with spouses and employees with domestic partners. <ul style="list-style-type: none"> ▪ Benefits include health, dental, vision insurance; pension/401(k) plans; bereavement, family, parental leave; discounts, child care; travel/relocation expenses; employee assistance programs; credit union membership; or any other benefit. ▪ Any benefit not offered to an employee with a spouse, is not required to be offered to an employee with a domestic partner. ■ Contractor shall post notice of firm's equal benefits policy in the workplace and notify employees at time of hire and during open enrollment periods. ■ Contractor shall allow City access to records, when requested, to confirm compliance with EBO requirements. ■ Contractor shall submit <i>EBO Certification of Compliance</i>, signed under penalty of perjury, prior to award of contract. <p>NOTE: This summary is provided for convenience. Full text of the EBO and its Rules are posted at www.sandiego.gov/administration.</p>		
CONTRACTOR EQUAL BENEFITS ORDINANCE CERTIFICATION		
<p>Please indicate your firm's compliance status with the EBO. The City may request supporting documentation.</p> <p><input type="checkbox"/> I affirm compliance with the EBO because my firm (<i>contractor must select one reason</i>):</p> <ul style="list-style-type: none"> <input type="checkbox"/> Provides equal benefits to spouses and domestic partners. <input type="checkbox"/> Provides no benefits to spouses or domestic partners. <input type="checkbox"/> Has no employees. <input type="checkbox"/> Has collective bargaining agreement(s) in place prior to January 1, 2011, that has not been renewed or expired. <p><input type="checkbox"/> I request the City's approval to pay affected employees a cash equivalent in lieu of equal benefits and verify my firm made a reasonable effort but is not able to provide equal benefits upon contract award. I agree to notify employees of the availability of a cash equivalent for benefits available to spouses but not domestic partners and to continue to make every reasonable effort to extend all available benefits to domestic partners.</p> <p>It is unlawful for any contractor to knowingly submit any false information to the City regarding equal benefits or cash equivalent associated with the execution, award, amendment, or administration of any contract. [San Diego Municipal Code §22.4307(a)]</p> <p>Under penalty of perjury under laws of the State of California, I certify the above information is true and correct. I further certify that my firm understands the requirements of the Equal Benefits Ordinance and will provide and maintain equal benefits for the duration of the contract or pay a cash equivalent if authorized by the City.</p>		
Name/Title of Signatory	Signature	Date
FOR OFFICIAL CITY USE ONLY		
Receipt Date:	EBO Analyst:	<input type="checkbox"/> Approved <input type="checkbox"/> Not Approved – Reason:

rev 02/15/2011

EXHIBIT "D" - Work Force Report



City of San Diego

EQUAL OPPORTUNITY CONTRACTING (EOC)

1010 Second Avenue • Suite 500 • San Diego, CA 92101

Phone: (619) 533-4464 • Fax: (619) 533-4474

WORK FORCE REPORT

ADMINISTRATIVE

The objective of the *Equal Employment Opportunity Outreach Program*, San Diego Municipal Code Sections 22.3501 through 22.3517, is to ensure that contractors doing business with the City, or receiving funds from the City, do not engage in unlawful discriminatory employment practices prohibited by State and Federal law. Such employment practices include, but are not limited to unlawful discrimination in the following: employment, promotion or upgrading, demotion or transfer, recruitment or recruitment advertising, layoff or termination, rate of pay or other forms of compensation, and selection for training, including apprenticeship. Contractors are required to provide a completed *Work Force Report (WFR)*.

CONTRACTOR IDENTIFICATION

Type of Contractor: ☐ Construction ☐ Vendor/Supplier ☐ Financial Institution ☐ Lessee/Lessor
☐ Consultant ☐ Grant Recipient ☐ Insurance Company ☐ Other

Name of Company: _____

AKA/DBA: _____

Address (Corporate Headquarters, where applicable): _____

City _____ County _____ State _____ Zip _____

Telephone Number: (____) _____ FAX Number: (____) _____

Name of Company CEO: _____

Address(es), phone and fax number(s) of company facilities located in San Diego County (if different from above):

Address: _____

City _____ County _____ State _____ Zip _____

Telephone Number: _____ FAX Number: (____) _____

Type of Business: _____ Type of License: _____

The Company has appointed: _____

as its Equal Employment Opportunity Officer (EEOO). The EEOO has been given authority to establish, disseminate, and enforce equal employment and affirmative action policies of this company. The EEOO may be contacted at:

Address: _____

Telephone Number: (____) _____ FAX Number: (____) _____

- ☐ One San Diego County (or Most Local County) Work Force - Mandatory
☐ Branch Work Force *
☐ Managing Office Work Force

Check the box above that applies to this WFR.

**Submit a separate Work Force Report for all participating branches. Combine WFRs if more than one branch per county.*

I, the undersigned representative of _____
(Firm Name)
_____, _____ hereby certify that information provided
(County) (State)
herein is true and correct. This document was executed on this _____ day of _____, 200 ____.

(Authorized Signature)

(Print Authorized Signature)

WORK FORCE REPORT – NAME OF FIRM: _____ DATE: _____

OFFICE(S) or BRANCH(ES): _____ COUNTY: _____

INSTRUCTIONS: For each occupational category, indicate number of males and females in every ethnic group. Total columns in row provided. Sum of all totals should be equal to your total work force. Include all those employed by your company on either a full or part-time basis. The following groups are to be included in ethnic categories listed in columns below:

- | | |
|--|--|
| (1) Black, African-American | (5) Filipino |
| (2) Hispanic, Latino, Mexican-American, Puerto Rican | (6) White, Caucasian |
| (3) Asian, Pacific Islander | (7) Other ethnicity; not falling into other groups |
| (4) American Indian, Eskimo | |

OCCUPATIONAL CATEGORY	(1) Black		(2) Hispanic		(3) Asian		(4) American Indian		(5) Filipino		(6) White		(7) Other Ethnicities	
	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)	(M)	(F)
Management & Financial														
Professional														
A&E, Science, Computer														
Technical														
Sales														
Administrative Support														
Services														
Crafts														
Operative Workers														
Transportation														
Laborers*														

*Construction laborers and other field employees are not to be included on this page

Totals Each Column														
--------------------	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Grand Total All Employees

Non-Profit Organizations Only:

Board of Directors														
Volunteers														
Artists														

Exhibit "E" – Credit Information

I/We hereby request and authorize you to release to the City of San Diego for verification purposes, personal and business credit reports and information concerning the company/corporation/partnership and/or the officers and individuals listed below. That information may include but is not limited to:

Employment history dates, title, income, hours worked.

Banking (checking & savings) accounts of record.

Mortgage loan rating (open date, high credit, payment amount, loan balance, and payment)

Any information deemed necessary concerning a consumer credit report for my loan application.

This information is for the confidential use in compiling a credit report.

A facsimile, photographic or carbon copy of this authorization (being a facsimile, photographic or carbon copy of the signature (s) of the undersigned), may be deemed to be equivalent of the original and may be used as a duplicate original.

1. Name of Applicant
(Please print or type)
Name of Business:
(If different from "applicant")
Telephone: ()
Name of Affiliated Business:
Telephone: ()
2. Name of Officer/Owner
Address for the last two years:
Social Security Number:
Signature:
3. Name of Officer/Owner:
Address for the last two years:
Social Security Number:
Signature:

Exhibit "E". Credit Information
CREDIT INFORMATION REQUEST

PLEASE PRINT

Date/Time: _____

COMMERCIAL CREDIT CHECK

1. Name of Business	
2. Business Address	
	Number, Street, City, State, Zip Code
3. Phone Number	

CONSUMER (PERSONAL) CREDIT CHECK

1. Name of Consumer	
Last Name, First Name, Middle Initial	
2. Consumer Address	
	Number, Street, City, State, Zip Code
3. Phone Number	
4. Consumer Social Security Number	____/____/____

REAL ESTATE ASSETS DEPARTMENT INFORMATION

1. Requestor Name:	
2. Job Order No.	
3. Job Title:	
4. Supervisor Approval:	

EXHIBIT F: CITY OF SAN DIEGO
LESSEE'S QUESTIONNAIRE FOR ALL LEASES

Pursuant to the City of San Diego City Charter Section 225: "Mandatory Disclosure of Business Interest," before the City will process requests to Lease, all information requested in this Questionnaire must be completed by the proposed Lessee.

All information furnished in this Questionnaire must be complete and accurate. Omissions, inaccuracies, or misstatements may cause the rejection and/or subsequent revocation of the City's Lease.

In submitting this Questionnaire, the proposed Lessee completing the Questionnaire authorizes the City to make any inquiry or investigation it believes necessary to substantiate or supplement the information furnished in the Questionnaire, and authorizes others to release such information to the City.

Exact name of proposed Lessee:

Date this Questionnaire completed:

The information furnished in and with this Questionnaire is true, complete, and correct to the best of my knowledge.

Signature: _____ Title: _____

Thank you for taking the time to complete the Questionnaire. Lessees may contact Real Estate Assets if they have any questions. Please return the completed Questionnaire with any additional information or documents to:

REAL ESTATE ASSETS DEPARTMENT
1200 THIRD AVENUE STE. 1700
SAN DIEGO, CA 92101
TEL.: (619) 236-6020 FAX: (619) 236-6706

This Questionnaire contains 14 pages.

PROPOSED LESSEE

1. Name of proposed Lessee exactly as it will appear on the actual tenancy document:

2. Mailing Address of proposed Lessee for purposes of notice or other communication related to the proposed tenancy:

Telephone No.: _____

E-mail Address: _____ Fax. No.: _____

3. Billing Address (*only if different from Mailing Address*):

Telephone No.: _____

Fax. No.: _____

4. Proposed Lessee intends to operate as a:

Sole Proprietorship (); Partnership (); Corporation ();
Limited Liability Company (); Other

PARTNERSHIP STATEMENT

If the proposed Lessee is a partnership, please answer the following:

1. Date of Organization:

2. General Partnership () Limited Partnership ()
Other () Explain

3. Statement of Partnership recorded: Yes () No ()

Date	Book	Page	County
------	------	------	--------

4. Has the partnership conducted business in San Diego County?

Yes () No () If so, when?

If so, where?

5. Name, address, and partnership share of each general and limited partner. If a general partner is another partnership, a corporation, or a limited liability company (LLC), please complete separate pages 3, 4 and 6; or 6, as appropriate for such entity (type proposed Lessee name [from page 2] on the top of each page for identification purposes). If a limited partner holding a 10% or greater interest is another partnership, a corporation, or an LLC pages 3; or 4 and 5; or 6 must also be completed for such entity (type proposed Lessee name [from page 2] on the top of each page).

General/Limited	Name	Address	Share %

6. Attach a complete copy of the Partnership Agreement. If a Partnership Agreement has been previously submitted, a new Partnership Agreement need be submitted only if the Partnership Agreement on file with the City is no longer current.

CORPORATION STATEMENT

If proposed Lessee is a corporation, please answer the following:

1. Type of corporation: C () Subchapter S ()
2. When incorporated? _____
3. Where incorporated? _____
4. Is the corporation authorized to do business in California? Yes () No ()
If so, as of what date? _____

5. The corporation is held:
a. Publicly () Privately ()
b. If publicly held, how and where is the stock traded?

- | | | | |
|-------------------------------------|-------------------|---------------|--------------------|
| 6. Please list the following: | <u>Authorized</u> | <u>Issued</u> | <u>Outstanding</u> |
| a. Number of voting shares: | _____ | _____ | _____ |
| b. Number of nonvoting shares: | _____ | _____ | _____ |
| c. Number of shareholders: | | | _____ |
| d. Value per share of Common Stock: | | | |
| | | Par | \$ _____ |
| | | Book | \$ _____ |
| | | Market | \$ _____ |

7. Please furnish the name, title, address, and the number of voting and nonvoting shares of stock owned by each officer and, in addition, the same information for each stockholder owning more than 10% of any class of stock.

Name: _____

Title: _____

Address: _____

No. of Shares: _____

Name:

Title:

Address:

No. of Shares: _____

Name:

Title:

Address:

No. of Shares: _____

Name:

Title:

Address:

No. of Shares: _____

Additional page(s) may be added if needed to complete list of stockholders [type proposed Lessee name (from page 2) on the top of each page].)

8. Attach complete copies of the Articles of Incorporation (and any Certificate(s) of Amendment thereto, as the case may be) of the Corporation, and the Bylaws of the Corporation (and any Amended and Restated Bylaws, as the case may be), and any other applicable Corporate documents.

Any partnership, corporation, or LLC owning more than a 10% ownership interest must also complete separate pages 3; or 4 and 5; or 6, as appropriate for each entity (type proposed Lessee name [from page 2] on the top of each page for identification purposes). Also, furnish the financial data for such partnership, corporation, or LLC, as required on page 7. If there is an ownership chain of additional partnerships, corporations, or LLCs, the above requirements extend to each such entity having either: (1) a 10% or greater direct, indirect, beneficial ownership, or membership interest in the proposed Lessee; or (2) effective control of the proposed Lessee, regardless of the percentage of ownership or membership interest.

LIMITED LIABILITY COMPANY STATEMENT

If the proposed Lessee is an LLC, please answer the following:

1. Date of Organization: _____
2. Where Organized: _____
3. Is the Company authorized to do business in California?
 - a. Yes () No ()
 - b. If so, as of what date? _____
4. Has the Company conducted business in San Diego County?
 - a. Yes () No ()
 - b. If so, when? _____
 - c. If so, where? _____
5. Please furnish the name, address, and membership share held by each manager and officer, and each membership share held by each manager and officer, and each member owning more than a 10% membership interest. If a member is a partnership, corporation, or another LLC, please complete separate pages 3; or 4 and 5; or 6, as appropriate for such entity (type proposed [Sub]Lessee name [from page 2] on the top of each page.

Manager/Officer/ Member			Share %

6. Attach a complete copy of the Operating Agreement. If an Operating Agreement has been previously submitted, a new Operating Agreement need be submitted only if the Operating Agreement on file with the City is no longer current.

FINANCIAL AND OTHER BACKGROUND INFORMATION

FINANCIAL STATEMENT

Lessee, general partners of Lessee, owner-corporation of Lessee, members of Lessee owning more than a 10% membership interest, and any person or business entity guaranteeing the performance of Lessee **must** attach a complete report, prepared in accordance with good accounting practice, reflecting current financial condition. The report **must** include a balance sheet **and** annual income statement. The person or entity covered by the report must be prepared to substantiate all information provided.

OTHER INFORMATION:

Each Lessee, each general partner of Lessee, each owner-corporation of Lessee, each owner-corporation of Lessee, each member of Lessee owning more than a 10% membership interest, any person or business entity guaranteeing the performance of Lessee, any person or entity owning more than a 10% interest of Lessee, and any guarantor of Lessee must answer the following questions:

1. **Surety Information** – Has a surety or bonding company ever been required to perform on the default of any of the individuals or entities?
a. Yes () No ()
b. If yes, please attach a statement naming the surety of bonding company, date, amount of bond, and the circumstances surrounding said default and performance.
2. **Bankruptcy Information**- Have any of the individuals or entities ever been adjudicated bankrupt or are any presently a debtor in a pending bankruptcy action?
a. Yes () No ()
b. If yes, please give dates, court jurisdiction, and amount of liabilities and assets.
3. **Pending Litigation** - Are any of the individuals or entities presently a party to ANY pending litigation?
a. Yes () No ()
b. If yes, please provide detailed information for each action.
4. **Claims, Liens, or Judgments** - Are any of the individuals or entities now subject to any outstanding claims, liens, or judgments?
Yes () No ()
b. If yes, please provide detailed information for each claim, lien, or judgment.

REFERENCES FOR PROPOSED LESSEE

Please list four persons or firms with whom you have conducted business transactions during the past three years. Two of the references must have knowledge of your debt payment history, with at least one being a financial institution. Two of the references must have knowledge of your business experience.

REFERENCE NO. 1

Name: _____

Firm: _____

Title: _____

Address: _____

Telephone: _____

Nature and magnitude of purchase , sale, loan, business, association, etc.:

REFERENCE NO. 2

Name: _____

Firm: _____

Title: _____

Address: _____

Telephone: _____

Nature of magnitude of purchase, sale, loan, business, association, etc.:

REFERENCE NO. 3

Name: _____

Firm: _____

Title: _____

Address: _____

Telephone: _____

Nature and magnitue of purchase, sale, loan, business, association, etc.:

REFERENCE NO. 4

Name: _____

Firm: _____

Title: _____

Address: _____

Telephone: _____

Nature and magnitue of purchase, sale, loan, business, association, etc.:

CITY OF SAN DIEGO PERSONAL DESCRIPTION AND RELEASE

PLEASE NOTE: All partners, both general and limited; all stockholders owning more than 10% of any class of stock of corporations; all members of a limited liability company; and sole proprietors requesting to lease, must each complete this page before the tenancy request can be processed. (You may reproduce and use copies of this page. If necessary)

The following personal information is required to initiate a credit investigation. The business and personal reputation of principals, partners, and members will be considered in qualifying Lessees or in consenting to Sublessees.

First, Middle, & Last Name	_____
Date of Birth	_____
Place of Birth	_____
Social Security Number	_____
Driver's License Number/State	_____
Home Address	_____

Previous Address	_____

Home Telephone No.	_____
Employer	_____
Occupation	_____
Business Address	_____
Business Telephone No.	_____
Business Fax No.	_____

The City is hereby authorized to request a credit report and other information covering my financial and business history.

Date _____ Signed _____

Print or type exact name of proposed Lessee from page 2 of Questionnaire:

METHOD OF OPERATION

Please describe your proposed business operation on the property to be leased. Discuss any optional services and uses which you propose to provide.

PROPOSED METHOD OF FINANCING
LEASEHOLD DEVELOPMENT

Describe the method of financing for the Leasehold purchase or nay new or additional development on the leasehold. Include a schedule of approximate dates when construction of each significant improvement is expected to be commenced and completed.

ESTIMATE OF GROSS RECEIPTS

Please show the best estimate of the average annual gross sales for each significant use or service, and for each significant optional use or service which the Lessee and its Sublessees (if any) plan to conduct on or from the property. This data will be used by the City to analyze the proposed lease. The time periods shown should not be assumed to necessarily represent the term of a lease that may be granted or consented to by the City.

Average annual gross sales for each proposed significant use during each of the first ten operating years:

Year of Operation	Uses (Identify Each Use)				
1	\$	\$	\$	\$	\$
2					
3					
4					
5					
6					
7					
8					
9					
10					

EXPERIENCE STATEMENT

Please describe in detail the duration and extent of your business experience, with special emphasis upon experience with the type of business which you propose to conduct on City property. Also state in detail the pertinent experience of the persons who will be directly involved in development and management of the business.